

Message Text

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PAGE 01 STATE 002592

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ORIGIN EA-09

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----- 126359

R 062102Z JAN 76
FM SECSTATE WASHDC
TO AMEMBASSY JAKARTA

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E.O. 11652: N/A

TAGS: BEXP, ID

SUBJECT: U.S. FIRMS AND SUGAR MILL BIDS

1. ASST SECY MCCLOSKEY HAS RECEIVED FOLLOWING TELEGRAM FROM SENATORS RUSSELL LONG AND BENNETT JOHNSTON DATED DEC 31: "REQUEST DEPT IMMEDIATELY CONTACT U.S. AMBASSADOR TO INDONESIA AND URGE HIS ACTIVE SUPPORT OF AMERICAN COMPANIES PARTICIPATION IN SUPPLYING OF U.S. GOODS AND SERVICES FOR INDONESIAN SUGAR INDUSTRY. GOI WILL IN IMMEDIATE FUTURE AWARD CONTRACTS FOR THE ENGINEERING, SUPPLY OF EQUIPMENT AND CONSTRUCTION OF SIX SUGAR FACTORIES ON JAVA. THESE CONTRACTS SHALL BE AWARDED ON BASIS OF MULTINATIONAL BIDS. THERE ARE ONLY TWO US BIDDERS. ARKEL INTERNATIONAL INC., A U.S. FIRM BASED IN LOUISIANA, HAS CONTACTED US CONCERNING THESE PROJECTS. OVER PAST YEAR ARKEL HAS BEEN ACTIVELY INVOLVED IN DEVELOPMENT OF PROPOSALS FOR THESE PROJECTS. ARKEL HAS SUBMITTED ITS PRICES IN ACCORDANCE WITH REQUIREMENTS OF GOI AND THROUGH ITS OWN SOURCES BELIEVES IT IS IN A PRIME
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PAGE 02 STATE 002592

POSITION TO CAPTURE TWO OF SIX PROJECTS. MOREOVER, WE

UNDERSTAND FINANCING FOR U.S. GOODS AND SERVICES ON ARKEL'S PROJECTS WILL BE ANNOUNCED IN IMMEDIATE FUTURE AND WILL TOTAL 250 MILLION U.S. DOLLARS. WE REQUEST IMMEDIATE ACTION AND ASSISTANCE OF OUR EMBASSY IN JAKARTA IN ORDER THAT THIS OPPORTUNITY WILL NOT BE LOST. "

2. MAY WE HAVE EMBASSY'S COMMENTS IN ORDER TO RESPOND TO THE SENATORS? UNDERSTAND FROM JANICE PHILBRICK THAT BIDS HAVE BEEN OPENED AND ARE NOW BEING EVALUATED. FYI: SHE REPORTS ARKEL BID 47.3 MILLION DOLS PER MILL, LANG AND FULTON BID 47 MILLION, A AND W SMITH (BRITISH) BID 29 MILLION, END FYI.

3. AS EMBASSY DEEMS APPROPRIATE, IT MAY WISH TO INDICATE TO GOI OFFICIALS INVOLVED THAT USG HAS AN INTEREST IN EQUITABLY TREATMENT BEING AFFORDED ALL AMERICAN BIDDERS. KISSINGER

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